

United Kingdom Jobs Expertini®

Business Development Manager

[Apply Now](#)

Company: Iprova

Location: United Kingdom

Category: other-general

At Iprova, not only do we invent fast, but we are also growing at almost the same speed! To support this rapid growth, we are expanding our sales team by adding multiple Business Development Manager roles at our offices in London and Cambridge in the UK and Lausanne, Switzerland.

The focus of these roles is to help Iprova develop new business opportunities directly with large companies across Europe and the rest of the world. We are looking for enthusiastic people who enjoy communicating with others and who want to be part of our vision to make invention creation an accessible and widespread skill available to all.

We are seeking dynamic, driven, solution-oriented and commercially-minded individuals with a desire to develop their career in sales. The role is focused on creating new business opportunities leading to Iprova expanding its already impressive client base both through account management and account acquisition.

Join the growth story at Iprova

We are an exciting, innovative technology company enjoying real growth that has created thousands of inventions for our clients using our data-driven invention software, in hundreds of areas as diverse as small modular nuclear reactors, mobile devices and shaving. We are pioneering the development of artificial intelligence and other technologies which augment and enhance the human ability to invent. Working with some of the world's best-known technology companies in North America, Europe and Japan, our platform enables the products of tomorrow to be invented faster and more efficiently than has previously been possible. Already, all 10 of the world's largest tech companies, including Amazon, Apple and

Google, reference granted patents based on our inventions.

Not only do we help companies invent fast, we are also growing fast as we enter a new phase in the company's development.

Some of our great benefits include:

Flexible working arrangements.

Offices in London, Cambridge and Lausanne.

Close association with some of the world's leading universities and companies.

A culture of curiosity, collaboration and continuous learning.

And, of course, an opportunity to join our friendly and fun-loving team!

The role

- Work with the business development team to develop and implement strategic prospecting campaigns.
- Research strategic accounts to map out organizational structure and relevant account information.
- Where appropriate, qualify and select key opportunities.
- Create and execute outbound prospecting campaigns. Manage and grow existing accounts.
- Develop and manage sales outreach database and automation tools.
- Work with marketing leaders to supplement strategic outreach campaigns and promote events.
- Provide management with weekly, monthly and quarterly activity results.
- Develop an understanding of relevant industry signals and other information that match up with solutions Iprova provides.
- Work to meet defined metrics and goals.

About You

You will be comfortable working in a high energy B2B scale-up and be credible in front of high-level executives in large enterprises. Most importantly, you must love what you do and have a passion to push the boundaries whilst having fun. You will be ambitious and driven. Mediocrity isn't acceptable either from you or those around you. You are confident but also self-aware and look to your peers to help you improve.

Essential skills and Experience

- Strong knowledge of Intellectual Property and the associated ecosystem
- Genuine interest in

technology • Experience of technological innovation is an advantage • Interest in AI and its application to creativity is an advantage • High energy with a positive attitude • Strong work ethic • Demonstrated self-starter mentality • Work well in a fast-paced team environment • Exceptional interpersonal, critical thinking and communication skills • Professional and polished demeanour • Excellent written and verbal communication skills • Experience with latest sales SaaS technologies (Salesforce.com, Outreach, Hubspot, Zoominfo, LinkedIn, Sales Navigator etc.) • Proficient with MS Word, Excel and PowerPoint • Passion for learning new technologies

What's in it for you?

Real growth potential within a significant, established client base which includes many of the world's best known technology companies.

Exciting business area focus, ready for major transformation, with the Iprova invention platform pioneering the way large enterprises bring digital transformation to invention creation and, more generally, innovation – impacting the Intellectual Property, R&D and New Product Development teams.

Well-funded growth mindset company, investing in marketing and business development capabilities.

Room to grow and develop in a global business development team.

Iprova culture

Iprova is a mix of people and backgrounds, from very bright machine learning engineers and invention developers to pragmatic managers. Across this group there is a common thread – a desire to develop software products and services that enable the creation of inventions for the future, with measurable business value to our clients. If you are looking for a company where you can explore, learn, grow and experiment in an environment that values you for what you bring, then come and have a chat with us.

Our management and staff excel at what they do and are the heart of what Iprova does. As a company, we are big enough to make a real difference to our customers, but still small enough to know each other well, have fun, be flexible and appreciate what each individual brings to the company.

[Apply Now](#)

Cross References and Citations:

1. Business Development Manager [TheflexiblejobsJobs United KingdomTheflexiblejobs](#) ↗
2. Business Development Manager [Sapjobs Jobs United KingdomSapjobs](#) ↗
3. Business Development Manager [MedicaljobsnearmeJobs United Kingdom Medicaljobsnearme](#) ↗
4. Business Development Manager [PortugaljobsJobs United KingdomPortugaljobs](#) ↗
5. Business Development Manager [TransportationjobsJobs United Kingdom Transportationjobs](#) ↗
6. Business Development Manager [Energyjobs Jobs United KingdomEnergyjobs](#) ↗
7. Business Development Manager [Teachingassistantjobs Jobs United Kingdom Teachingassistantjobs](#) ↗
8. Business Development Manager [BuenosairesjobsJobs United Kingdom Buenosairesjobs](#) ↗
9. Business Development Manager [Expertiniworldtech Jobs United Kingdom Expertiniworldtech](#) ↗
10. Business Development Manager [Baghdadjobs Jobs United KingdomBaghdadjobs](#) ↗
11. Business Development Manager [Interiordesignjobs Jobs United Kingdom Interiordesignjobs](#) ↗
12. Business Development Manager [CounselorjobsJobs United KingdomCounselorjobs](#) ↗
13. Business Development Manager [Angularjobs Jobs United KingdomAngularjobs](#) ↗
14. Business Development Manager [EnforcementjobsJobs United Kingdom Enforcementjobs](#) ↗
15. Business Development Manager [Videoplatformjoblistings Jobs United Kingdom Videoplatformjoblistings](#) ↗
16. Business Development Manager [RomaniajobsJobs United KingdomRomaniajobs](#) ↗
17. Business Development Manager [Saopaulojobs Jobs United KingdomSaopaulojobs](#) ↗
18. Business Development Manager [AdminjobsJobs United KingdomAdminjobs](#) ↗

19. **Business development manager Jobs United kingdom** ↗
20. **AMP Version of Business development manager** ↗
21. **Business development manager United kingdom Jobs** ↗
22. **Business development manager Jobs United kingdom** ↗
23. **Business development manager Job Search** ↗
24. **Business development manager Search** ↗
25. **Business development manager Find Jobs** ↗

Source: <https://uk.expertini.com/jobs/job/business-development-manager-united-kingdom-iprova-5a8308e41c/>

Generated on: 2024-05-02 by Expertini.Com